

SALES AND GROSS PROFIT ANALYSIS

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BAC 116550 - 200612

LN NO.	(MEMO) FLEET & COMMERCIAL	ACC	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	
1	VIBE/SOLSTICE	400K	0	0	0	0	0	0	0	0	1
2	CAVALIER/SUNFIRE/COBALT/C	401K	0	0	0	0	0	0	0	0	2
3	MALIBU/GRAM/ALERO/G6	402K	0	0	0	0	0	0	0	0	3
4	MONTE CARLO/GRAND PRIX/C	403K	0	0	0	0	0	0	0	0	4
5	IMPALA/BONNEVILLE/LASABR	404K	0	0	0	0	0	0	0	0	5
6	CORVETTE/SAAB	405K	0	0	0	0	0	0	0	0	6
7	AVEO	406K	0	0	0	0	0	0	0	0	7
8	CENTURY/REGAL/LACROSSE	407K	0	0	0	0	0	0	0	0	8
9	AURORA/PARK AVE	408K	0	0	0	0	0	0	0	0	9
10	CADILLAC	409K	0	0	0	0	0	0	0	0	10
11	SATURN	410K	0	0	0	0	0	0	0	0	11
12	OTHER CAR MODELS	411K	0	0	0	0	0	0	0	0	12
13	TOTAL CARS COMMERCIAL		0	0	0	0	0	0	0	0	13
14	FLEET - FAN/VX	412K	0	0	0	0	0	0	0	0	14
15	FLEET - PSA/PURA	413K	0	0	0	0	0	0	0	0	15
16	FLEET - FAN/CAP	414K	4	79,613	199	50	17	338,357	842	50	16
17	TOTAL CARS FLEET/COMMERCIAL		4	79,613	199	50	17	338,357	842	50	17
18	UPLANDER/VEN/MONTANA/SIL	415K	0	0	0	0	0	0	0	0	18
19	ENCLAVE/ACADIA	416K	0	0	0	0	0	0	0	0	19
20	EXPRESS/SAVANA	417K	0	0	0	0	0	0	0	0	20
21	EQUI/HHR/TRACK/VUE/TORR	418K	0	0	0	0	0	0	0	0	21
22	AZTEK/RENDEZ	419K	0	0	0	0	0	0	0	0	22
23	BLZ/BRA/TBZ/JIM/ENV/RAINER	420K	0	0	0	0	0	0	0	0	23
24	TAHOE/YUKON/AVALANCHE/S	421K	0	0	0	0	0	0	0	0	24
25	HUMMER	422K	0	0	0	0	0	0	0	0	25
26	S-PJ/COLO/SON/CAN	423K	0	0	0	0	0	0	0	0	26
27	SILVERADO/SIERRA 1500	424K	0	0	0	0	0	0	0	0	27
28	SILVERADO/SIERRA 2500	425K	0	0	0	0	0	0	0	0	28
29	SILVERADO/SIERRA 3500	426K	0	0	0	0	0	0	0	0	29
30	SILVERADO/SIERRA CREW-CAB	427K	0	0	0	0	0	0	0	0	30
31	C-4500/5500 SERIES	428K	0	0	0	0	0	0	0	0	31
32	C-6500/8500 SERIES	429K	0	0	0	0	0	0	0	0	32
33	W - SERIES	430K	0	0	0	0	0	0	0	0	33
34	T-SERIES	431K	0	0	0	0	0	0	0	0	34
35	OTHER TRUCK MODELS	432K	0	0	0	0	0	0	0	0	35
36	TOTAL TRUCKS COMMERCIAL		0	0	0	0	0	0	0	0	36
37	FLEET - FAN/VX	433K	0	0	0	0	0	0	0	0	37
38	FLEET - PSA/PURA	434K	0	0	0	0	0	0	0	0	38
39	FLEET - FAN/CAP	435K	0	0	0	0	0	0	0	0	39
40	TOTAL TRUCKS FLEET/COMMERCIAL		0	0	0	0	0	0	0	0	40
41	F&I AND PROT. PLNS	445K				0				0	41
42	ACCESSORIES	457K	0	0	0	0	0	0	0	0	42
43	FLEET & COMMERCIAL GROSS		4	79,613	199	50	17	338,357	842	50	43
44						% Gross				% Gross	44
45	VARIABLE EXP	637K			0	0.0%			0	0.0%	45
46	PERSONNEL EXP	638K			0	0.0%			0	0.0%	46
47	SEMI-FIXED EXP	639K			0	0.0%			0	0.0%	47
48	*MEMO*ADVERTISING	640K			0	0.0%			0	0.0%	48
49	RENT & RENT EQUIP	641K			0	0.0%			0	0.0%	49
50	FIXED EXPENSES	642K			0	0.0%			0	0.0%	50
51	TOTAL EXPENSES				0	0.0%			0	0.0%	51
52	NET FLEET & COMMERCIAL		4	79,613	199	50	17	338,357	842	50	52

View GM Standard Accounting Manual as it pertains to Fleet & Commercial

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FOREST PONTIAC-BUICK-GMC TRUCK, INC.

DEPARTMENTAL SALES AND GROSS PROFIT ANALYSIS
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LN NO.	VARIABLE OPERATIONS CONTINUED	ACC NO.	MONTH				YEAR-TO-DATE				LN NO.
			UNITS SOLD	SALES	GRS PROF.	P.U.U.S.	UNITS SOLD	SALES	GRS PROF.	P.U.U.S.	
1	USED CARS RTL - GM CERTIFIED	446A	9	139,065	12,133	1,348	53	674,482	25,137	474	1
2	USED CARS RTL - OTHER	446B	0	0	0	0	0	0	0	0	2
3	*MEMO* RECON PER - CAR RTL		CERTIFIED ---->	176	OTHER---->	0	CERTIFIED ---->	145	OTHER---->	0	3
4	USED TRUCKS RTL - CERTIFIED	450A	4	52,695	3,903	976	42	670,905	78,759	1,875	4
5	USED TRUCKS RTL - OTHER	450B	0	0	0	0	0	0	0	0	5
6	*MEMO* RECON PER - TRK RTL		CERTIFIED ---->	528	OTHER---->	0	CERTIFIED ---->	363	OTHER---->	0	6
7	E TOTAL USED RETAIL		13	191,760	16,036	1,234	95	1,345,387	103,896	1,094	7
8	H USED CARS WHOLESALE	448	4	15,850	432	108	64	350,530	13,532	211	8
9	I USED TO NEW - CAR RTL RATIO	649	1.1 : 1	ADJ USED CAR INV	0		0.7 : 1	ADJ USED CAR INV	0		9
10	C USED TRUCKS WHOLESALE	452	9	40,250	350	39	132	1,182,181	(14,192)	(108)	10
11	L USED TO NEW - TRK RTL RATIO	653	0.2 : 1	ADJ USED TRK INV	0		0.2 : 1	ADJ USED TRK INV	0		11
12	E TOTAL USED WHSL & ADJ		13	56,100	782	60	196	1,532,711	(660)	(3)	12
13	S USED OTHER AUTO	456		0	0	0		0	0	0	13
14	TOTAL USED VEHICLE (PUVS)		26	247,860	16,818	647	291	2,878,098	103,236	355	14
15	TOTAL NEW & USED (PVS)		57	1,186,552	42,583	747	574	10,996,600	386,975	674	15
16	TOTAL F&I AND PROT.PLANS			37,501	20,400	464		312,561	137,647	381	16
17	TOTAL VARIABLE L&R			1,847	1,396	PVR		10,672	(9,675)	PVR	17
18	TOTAL VARIABLE			1,225,900	64,379	1,463		11,319,833	514,947	1,426	18
19			MONTH				YEAR-TO-DATE				19
20	FIXED OPERATIONS	460	R.O. COUNTS	SALES	GRS PROF.	% SALES	R.O. COUNTS	SALES	GRS PROF.	% SALES	20
21	M CUST. LAB CARS & LD TRKS	460A	217	8,763	6,032	68.83%	3,046	147,905	102,351	69.20%	21
22	F S/CNTR LAB - CARS&LD TRKS	460B	0	0	0	0.00%	0	0	0	0.00%	22
23	C Q/SRV LAB - CARS&LD TRKS	460C	0	0	0	0.00%	0	0	0	0.00%	23
24	I CUST. LAB COM.FLT & MD TRKS	461A	0	0	0	0.00%	0	0	0	0.00%	24
25	H S/CNTR LAB COM.FLT & MD TRKS	461B	0	0	0	0.00%	0	0	0	0.00%	25
26	A Q/SRV LAB - COM.FLT & MD TRKS	461C	0	0	0	0.00%	0	0	0	0.00%	26
27	X N WARRANTY LABOR	462	73	8,154	5,340	65.49%	1,293	116,138	75,752	65.23%	27
28	I INTERNAL LABOR	463	64	3,395	2,038	60.03%	868	36,168	25,857	71.49%	28
29	E C NEW VEH INSP LBR	464	20	1,406	1,401	99.64%	41	2,734	2,030	74.25%	29
30	A ADJ COST OF LBR SLS	665			0				0		30
31	D L SUB-TOTAL			21,718	14,811	68.20%		302,945	205,990	68.00%	31
32	H SHOP SUPPLIES	468		599	599	100.00%		9,632	8,542	88.68%	32
33	S SUBLET REPAIRS	466		7,645	657	8.59%		41,435	2,447	5.91%	33
34	O TOTAL MECHANICAL			29,962	16,067	53.62%		354,012	216,979	61.29%	34
35	B CUST. PAINT LABOR	470		0	0	0.00%		0	0	0.00%	35
36	P O CUST. BODY LABOR	471	0	0	0	0.00%	0	0	0	0.00%	36
37	D WARRANTY LABOR	472	0	0	0	0.00%	0	0	0	0.00%	37
38	E Y INTERNAL LABOR	473	0	0	0	0.00%	0	0	0	0.00%	38
39	A ADJ COST OF LBR SLS	675		0	0	0.00%		0	0	0.00%	39
40	R S SUB-TOTAL			0	0	0.00%		0	0	0.00%	40
41	H SUBLET REPAIRS	476		0	0	0.00%		0	0	0.00%	41
42	A O PNT & SHOP MATRLS	479		0	0	0.00%		0	0	0.00%	42
43	P TOTAL BODY SHOP			0	0	0.00%		0	0	0.00%	43
44	T TOTAL SERVICE DEPT.			29,962	16,067	53.62%		354,012	216,979	61.29%	44
45	P WARRANTY CLAIMS	480	Corresponding Labor Sales Categories	15,040	4,633	30.80%		185,381	53,133	28.66%	45
46	I A MECH CARS&LD TRK R.O.	487	(460A & 460B)	11,085	4,290	38.70%		173,919	62,231	35.78%	46
47	R MECH COM.FLT & MD TRKS R.O.	486	(461A & 461B)	0	0	0.00%		0	0	0.00%	47
48	T MECH QUICK MECH R.O.	478	(460C & 461C)	0	0	0.00%		0	0	0.00%	48
49	O S BODY CUST. R.O.	477	(470 & 471)	0	0	0.00%		0	0	0.00%	49
50	I INTERNAL	481		2,763	619	22.40%		33,442	7,607	22.75%	50
51	N COUNTER-RETAIL	482		1,612	559	34.68%		52,385	14,126	26.97%	51
52	& WHOLESALE	483		3,870	553	14.29%		70,746	11,865	16.77%	52
53	S ACCESSORIES	484		0	0	0.00%		0	0	0.00%	53
54	A PURCHASE ALLOWANCES	687			438				10,394		54
55	C ADJ. P&A INVENTORY	688			0				0		55
56	C TOTAL P&A			34,370	11,092	32.27%		515,873	159,356	30.89%	56
57	E TIRES	493		0	0	0.00%		0	0	0.00%	57
58	S OIL & GREASE	491		0	0	0.00%		0	0	0.00%	58
59	S MISCELLANEOUS	492		0	0	0.00%		0	0	0.00%	59
60	TOTAL OTHER		FIXED	0	0	0.00%	FIXED	0	0	0.00%	60
61	TOTAL P&A DEPT.		COVERAGE	34,370	11,092	32.27%	COVERAGE	515,873	159,356	30.89%	61
62	TOTAL FIXED		23.6%	64,332	27,159	42.22%	26.2%	869,885	376,335	43.26%	62
63	TOTAL ALL DEPTS.			1,290,232	91,538	7.09%		12,189,718	891,282	7.31%	63

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LN	NO	FINANCE, INSURANCE & PROT. PLAN ACTIVITY	CNTRS	SALES	REV/GROSS	PER CNTR	LN	NO
1		FINANCE INCOME-NEW	21	10,906	10,906	350	1	1
2		INS. COMM. EARNED-NEW	7	1,793	1,793	770	2	2
3		FIN & INS CHARGEBACKS		0	0	0	3	3
4		ACCESSORIES	0	0	0	0	4	4
5		GM PROT. PLANS	13	20,288	8,543	563	5	5
6		OTHER PROT. PLANS	0	0	0	0	6	6
7		REPO. LOSSES-NEW		0	0	0	7	7
8		F&I COMP		(2,966)	PVR	PVR	8	8
9		NEW F&I & PROT. PLN INCOME		32,987	18,276	518	9	9
10		FINANCE INCOME-USED	6	2,757	2,757	339	10	10
11		INS. COMM. EARNED-USED	1	157	157	53	11	11
12		FIN & INS CHARGEBACKS		0	0	0	12	12
13		ACCESSORIES	0	0	0	0	13	13
14		GM PROT. PLANS	1	1,600	710	710	14	14
15		OTHER PROT. PLANS	0	0	0	0	15	15
16		REPO. LOSSES-USED		0	0	0	16	16
17		F&I COMP		(1,500)	PVR	PVR	17	17
18		USED F&I & PROT. PLN INCOME		4,514	2,124	(1)	18	18
19		TOTAL F&I INCOME (to pg 2 in 1-2)		37,501	20,400	464	19	19
SUPPLEMENTAL INVENTORY ANALYSIS								
21		INVENTORIES	GM (A)				NON-GM (B)	
22		NEW VEHICLES	UNITS	\$\$	LIFO RES	AFTER LIFO	UNITS	\$\$
23		DEMONSTRATORS	0	0	0	0	0	0
24		CARS	28	593,164	0	593,164	0	0
25		TRUCKS	63	1,939,360	0	1,939,360	0	0
26		MEDIUM DUTY TRUCKS	0	0	0	0	0	0
27		OTHER AUTO		0	0	0	0	0
28		USED VEHICLES	< 45 DAYS IN STOCK				TOTAL USED UNITS IN STOCK	
29			UNITS	\$\$	UNITS	\$\$	UNITS	\$\$
30		CARS	10	137,996	3	34,315	13	172,311
31		TRUCKS	14	245,046	15	211,709	29	456,755
32			GM (A)				NON-GM (B)	
33		PARTS AND ACCESSORIES		82,183	0	82,183		0
34		PARTS CORES		0	0	0		0
35		OTHER INVENTORIES		7,365	0	7,365		0
36		TOTAL LIFO RESERVE						0
37		WORK-IN-PROCESS LABOR-SRV	247A	2,778	WORK-IN-PROCESS LABOR-BODY			
38							247B	0
DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)								
39		POSITION	NEW(01)	USED(02)	L&R(03)	F&I(04)	MECHANICAL(05)	BODY(06)
40		OWNERS / EXEC MGRS	0.0	0.0	0.0	0.7	0.7	0.0
41		SUPERVISORS	0.7	1.2	0.0	0.0	0.0	1.2
42		VEH.SRV&PRTS SLSPL	2.0	1.0	0.0	0.0	0.0	0.0
43		TECHNICIANS				0.5	1.0	0.0
44		CLERICAL	1.5	1.0	0.0	0.0	3.2	0.8
45		OTHERS	0.5	0.5	0.0	1.2	9.9	4.0
46		TOTAL	4.7	3.7	0.0	0.0	0.0	0.0
47		TOTAL HIRED Y-T-D	0.0	0.0	0.0	0.0	0.0	0.0
48		TOT TERMINATED Y-T-D	0.0	0.0	0.0	0.0	0.0	0.0
DEALERSHIP CUSTOMER RECEIVABLES								
49			CUSTOMER RECEIVABLES		TOTAL	NOT DUE	P	
50		RETURN ON	210 VEHICLES		0	0	0	
51		ASSETS	210 OTHER		0	0	0	
52		-10.67%	220 VEHICLES		0	0	0	
53			220 L & R		0	0	0	
54			220 SERVICE & PARTS		8,421	0	266	
55		RETURN ON	220 OTHER		96,728	61,355	400	
56		INVESTMENT	TOTAL CUSTOMER REC.		105,149	61,355	666	
57		-101.36%	300 A/P DEBIT BAL		106,899			
58			340 LESS ALLOW.DBTFL.ACCTS.		0			
59			NET CUSTOMER REC.		212,048			
MEMO ITEMS								
60			CASH SALES-PARTS/SRV/BODY		27,941	406,073		
NEW VEHICLE SALES SUMMARY								
61			MONTH				YEAR-TO-DATE	
62			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES
63		C TOTAL NEW CARS RETAIL	8	201,301	6,836	855	73	1,824,733
64		A TOTAL NEW CARS FLEET & INTERNAL	0	0	0	0	17	338,357
65		R TOTAL NEW CARS	8	201,301	6,836	855	90	2,163,090
66		T TOTAL NEW TRUCKS RETAIL	23	737,391	18,929	823	193	5,955,412
67		R TOTAL TRUCKS FLEET & INTERNAL	0	0	0	0	0	0
68		K TOTAL NEW TRUCKS	23	737,391	18,929	823	193	5,955,412
69		MISC CAR & TRUCK RETAIL UNITS ⁽¹⁾	0	0	0	0	0	0
70		MISC CAR & TRUCK FLEET AND INTERNAL UNITS ⁽²⁾	0	0	0	0	0	0
71		A NEW OTHER AUTOMOTIVE	0	0	0	0	0	0
72		L ACCESSORIES	31	938,692	25,765	831	283	8,118,502
73		L TOTAL NEW VEHICLES	31	938,692	25,765	831	266	7,780,145
74		"MEMO" TOTAL NEW RETAIL VEHICLES	31	938,692	25,765	831		282,897

(1) Retail Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004
 (2) Fleet and/or Internal Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

00-50026 mg Dec 4235-2 Filed 10/13/09 Entered 10/13/09 23:08:00 Exhibit

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LN NO	LEASE & RENTAL DIRECT EXPENSES & INCOME	ACCT NO	CURRENT MONTH	PVIS	YEAR TO-DATE	PVIS	% DISTRIBUTION	CURRENT MONTH	YEAR TO-DATE	CURRENT MONTH	YEAR TO-DATE	CURRENT MONTH	YEAR TO-DATE	LN NO
1	INCOME REVENUE													1
2	RECURRING LEASE PAYMENTS	5X1	0	0	0	0	0.00%	0	0	0	0			2
3	MAINTENANCE INCOME	5X2	0	0	0	0	0.00%	0	0	0	0			3
4	PARTIAL MONTH (PRORATA) INCOME	5X3	0	0	0	0	0.00%	0	0	0	0			4
5	LATE PAYMENT CHARGE	5X4	0	0	0	0	0.00%	0	0	0	0			5
6	RENTAL INCOME	5X5	1,847	369	10,672	2,134	100.00%					1,847	10,672	6
7	ADMINISTRATIVE FEE	5X6	0	0	0	0	0.00%	0	0	0	0			7
8	OTHER LEASE REVENUE	5X7	0	0	0	0	0.00%	0	0	0	0			8
9	TOTAL LEASE AND RENTAL INCOME		1,847		10,672		100.00%	0	0	0	0	1,847	10,672	9
10	L&R - HISTORICAL DATA ADJUSTMENT		0	0	0	0	% REV	(710) CLOSED - END		(720) OPEN - END		(730) RENTAL		10
11	INTEREST	7X1	358	72	4,463	893	41.8%	0	0	0	0	358	4,463	11
12	AMORTIZATION	7X2	0	0	13,656	2,731	128.0%	0	0	0	0	0	13,656	12
13	INSURANCE (IN SERVICE VEHICLES)	7X3	56	11	757	151	7.1%	0	0	0	0	56	757	13
14	LICENSE, TITLE & TAX	7X4	0	0	204	41	1.9%	0	0	0	0	0	204	14
15	POLICY - LEASE & RENTAL VEHICLES	7X5	0	0	0	0	0.0%	0	0	0	0	0	0	15
16	MAINTENANCE & REPAIRS	7X6	37	7	1,267	253	11.9%	0	0	0	0	37	1,267	16
17	RENT-SUBLET UNITS	7X7	0	0	0	0	0.0%	0	0	0	0	0	0	17
18	OTHER	7X8	0	0	0	0	0.0%	0	0	0	0	0	0	18
19	TOTAL DIRECT COSTS		451	90	20,347	4,069	190.7%	0	0	0	0	451	20,347	19
20	GROSS PROFIT AFTER DIRECT COST		1,396	PVD ⁽³⁾	-9,675	PVD ⁽³⁾	% SALES	0	0	0	0	1,396	-9,675	20
21	* MEMO * - SELLING PRICE OF DISPOSED VEHICLES	6X0DI	0	0.0K	0	0.0K	0.00%	0	0	0	0	0	0	21
22	* MEMO * - DISPOSITION EXPENSE	7X9DE	0	0	0	0	0.00%	0	0	0	0	0	0	22
23	GAIN/(LOSS) ON DISPOSITION	5X0GL	0	0	0	0	0.00%	0	0	0	0	0	0	23
24	GROSS PROFIT / INCOME		1,396	279	-9,675	0	-90.7%	0	0	0	0	1,396	-9,675	24
25	⁽³⁾ Per Vehicle Disposed of during the period (Line 30)		MONTH		YEAR-TO-DATE			MONTH	YTD	MONTH	YTD	MONTH	YTD	25
26	BEGINNING UNITS IN SERVICE		5					5	0	0	0	5	0	26
27	UNITS ADDED INTO SERVICE IN PERIOD		0					0	0	0	0	0	0	27
28	UNITS REMOVED FROM SERVICE IN PERIOD		0					0	0	0	0	0	0	28
29	ENDING UNITS IN SERVICE / EFFECTIVE UNITS		5		EFFECTIVE UNITS YTD ⁽¹⁾			5	0	0	0	5	0	29
30	UNITS DISPOSED		0					0	0	0	0	0	0	30
31	*MEMO* CUSTOMERS RETAINED ⁽²⁾		0					0	0	0	0	0	0	31
32														32
33	INVENTORY ANALYSIS	UNITS	ACCT NO	AMOUNT										33
34	NEW UNITS FOR LEASE	0	277A	0										34
35	DEMONSTRATORS	0	277B	0										35
36	TERMINATED NOT DISPOSED	0	277C	0										36
37	*MEMO > 30 DAYS \$\$/U	0	0											37
38	VEHICLES IN SERV	ACCUMULATED AMORTIZATION	UNITS	NET										38
39	LEASED VEHICLES	0	277D	0										39
40	RENTAL VEHICLES	37,413	5	277E	58,130									40
41	LEASED EQUIPMENT	0	277F	0										41
42	TOTAL INV	37,413	5	277	58,130									42
43	L&R - FINANCE, INSURANCE & PROT. PLAN ACTIVITY													43
44			CNTRS	SAI FS	REV/GROSS	PER CNTR		CNTRS	SAI FS	REV/GROSS	PER CNTR			44
45	INS. COMM. EARNED	541	0	0	0	0		0	0	0	0			45
46	INS CHARGEBACKS	741	0	0	0	0		0	0	0	0			46
47	ACCESSORIES	542	0	0	0	0		0	0	0	0			47
48	GM PROT. PLANS	543	0	0	0	0		0	0	0	0			48
49	OTHER PROT. PLANS	544	0	0	0	0		0	0	0	0			49
50	F&I MANAGER COMMISSIONS	740					Per Veh Added this Mth					Per Veh Added YTD		50
51														51
52	L&R - F&I & PROT. PLN INCOME				0	0	0			0	0			52

ACCOUNTS RECEIVABLE	ACCT NO	TOTAL	PRE-PAID	1 - 30 DAYS	31 - 60 DAYS	61 - 90 DAYS	OVER 90 DAYS
LEASE BILLINGS	220 L&R B	0	0	0	0	0	0
OTHER RECEIVABLES	220 L&R D	0	0	0	0	0	0
SUB-TOTAL		0	0	0	0	0	0
LESS ALLOW. DOUBT ACCT	220 L&R ADA	0					
TOTAL	220 L&R	0					

⁽¹⁾ Effective Units = Cumulative YTD total of beg. units in service less the cumulative YTD total of units removed from serv.

⁽²⁾ Customers Retained = Renewals into Wholesale Leases plus, Renewals into Retail Transactions plus, Extension of

Lease or Financing plus, buyouts.

LN NO		ACC NO.	GM (A)				NON-GM (B)			
			UNITS	\$\$	LIFO RES	AFTER LIFO	UNITS	\$\$	LIFO RES	AFTER LIFO
1	INVENTORIES									
2	NEW VEHICLES	230	0	0	0	0	0	0	0	0
3	DEMONSTRATORS	231	28	593,164	0	593,164	0	0	0	0
4	CARS	237	63	1,939,360	0	1,939,360	0	0	0	0
5	TRUCKS	235	0	0	0	0	0	0	0	0
6	MEDIUM DUTY TRUCKS	238								
7	OTHER AUTO									
8	DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)				CUSTOMER RECEIVABLES					
9	POSITION	NEW(01)					210 VEHICLES	220 VEHICLES		
10	OWNERS / EXEC MGRS		0.0				TOTAL	0	0	
11	SUPERVISORS		0.7				NOT DUE	0	0	
12	VEH.SRV&PRTS SLSPL		2.0				FAST DUE			
13	TECHNICIANS						31-60 DAYS	0	0	
14	CLERICAL		1.5				61-90 DAYS	0	0	
15	OTHERS		0.5				OVR 90 DAYS	0	0	
16	TOTAL		4.7							
17	TOTAL HIRED Y-T-D		0.0							
18	TOT TERMINATED Y-T-D		0.0							
19	NEW VEHICLE SALES SUMMARY				YEAR-TO-DATE					
20			UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD	UNITS SOLD	SALES	GROSS PROF.	PER UNIT SLD
21	A TOTAL NEW CARS RETAIL		8	201,301	6,836	855	73	1,824,733	65,750	901
22	A TOTAL NEW CARS FLEET & INTERNAL		0	0	0	0	17	338,357	842	50
23	R TOTAL NEW CARS		8	201,301	6,836	855	90	2,163,090	66,592	740
24	T TOTAL NEW TRUCKS RETAIL		23	737,391	18,929	823	193	5,955,412	217,147	1,125
25	R TOTAL TRUCKS FLEET & INTERNAL		0	0	0	0	0	0	0	0
26	K TOTAL NEW TRUCKS		23	737,391	18,929	823	193	5,955,412	217,147	1,125
27	MISC CAR & TRUCK RETAIL UNITS ⁽¹⁾		0	0	0	0	0	0	0	0
28	A MISC CAR & TRUCK FLEET AND INTERNAL UNITS ⁽²⁾		0	0	0	0	0	0	0	0
29	L NEW OTHER AUTOMOTIVE		0	0	0	0	0	0	0	0
30	L ACCESSORIES		0	0	0	0	0	0	0	0
31	TOTAL NEW VEHICLES		31	938,692	25,765	831	283	8,118,502	283,739	1,003
32	*MEMO* TOTAL NEW RETAIL VEHICLES		31	938,692	25,765	831	266	7,780,145	282,897	1,064
33	FINANCE, INSURANCE & PROT. PLAN ACTIVITY				YEAR-TO-DATE					
34			CNTRS	SALES	REV/GROSS	PER CNTR	CNTRS	SALES	REV/GROSS	PER CNTR
35	FINANCE INCOME-NEW	806	21	10,906	10,906	519	205	71,707	71,707	350
36	INS. COMM. EARNED-NEW	807	7	1,793	1,793	256	34	26,193	26,193	770
37	N FIN & INS CHARGEBACKS	850			0	0		0	0	0
38	E ACCESSORIES	810	0	0	0	0	0	0	0	0
39	W GM PROT. PLANS	443	13	20,288	8,543	657	120	189,592	67,601	563
40	OTHER PROT. PLANS	444	0	0	0	0	0	0	0	0
41	REPO. LOSSES-NEW	853			0	0		0	0	0
42	F&I COMP	855			(2,966)	PVR			(27,721)	PVR
43	NEW F&I & PROT. PLN INCOME			32,987	18,276	590		287,492	137,780	518
44	DEPARTMENT PROFITABILITY				NEW VEHICLE (01)					
45			MONTH				YEAR-TO-DATE			
46	NET SALES		938,692	% Sls	PNVR		8,118,502	% Sls	PNVR	
47	GROSS PROFIT/INCOME		25,765	3%	831		283,739	3%	1,067	
48	EXPENSES			% Grs				% Grs		
49	VEH. SLSPL COMPENSATION & OTHER	11	11,084	25%	358		99,550	24%	374	
50	DELIVERY EXPENSE	13	1,710	4%	55		25,982	6%	98	
51	POLICY WORK-VEHICLES	15	0	0%	0		1,048	0%	4	
52	TOTAL VARIABLE		12,794	29%	413		126,578	30%	476	
53	SALARIES-OWNERS / EXECUTIVE MANAGERS	20	0	0%	0		0	0%	0	
54	SALARIES-SUPERVISION	21	8,551	19%	276		40,336	10%	152	
55	SALARIES-CLERICAL	22	2,259	5%	73		36,011	9%	135	
56	OTHER SALARIES AND WAGES	23	410	1%	13		6,421	2%	24	
57	ABSENTEE COMPENSATION	24	1,286	3%	41		3,596	1%	14	
58	INCENTIVES-SUPERVISION	26	0	0%	0		0	0%	0	
59	TAXES-PAYROLL	25	3,459	8%	112		34,967	8%	131	
60	EMPLOYEE BENEFITS	27	933	2%	30		14,259	3%	54	
61	RETIREMENT BENEFITS	29	0	0%	0		376	0%	1	
62	TOTAL PERSONNEL		16,898	38%	545		135,966	32%	511	
63	COMPANY VEHICLE EXPENSE	51	329	1%	11		3,476	1%	13	
64	OFFICE SUPPLIES AND EXPENSES	60	138	0%	4		1,837	0%	7	
65	OTHER SUPPLIES	61	209	0%	7		3,072	1%	12	
66	E-COMMERCE ADVERTISING/FEES	63	577	1%	19		2,743	1%	10	
67	ADVERTISING	65	6,287	14%	203		30,981	7%	116	
68	ADVERTISING REIMBURSEMENTS	64	(8,002)	-18%	(258)		(79,266)	-19%	(298)	
69	CONTRIBUTIONS	66	0	0%	0		0	0%	0	
70	POLICY WORK-PARTS AND SERVICE	67								
71	INFORMATION TECHNOLOGY SERVICES	68	872	2%	28		4,956	1%	19	
72	OUTSIDE SERVICES (OTHER)	69	2,296	5%	74		32,318	8%	121	
73	TRAVEL AND ENTERTAINMENT	70	102	0%	3		2,262	1%	9	
74	MEMBERSHIP DUES AND PUBLICATIONS	71	0	0%	0		2,398	1%	9	
75	LEGAL AND AUDITING EXPENSE	72	0	0%	0		5,730	1%	22	
76	TELEPHONE	74	460	1%	15		8,580	2%	32	
77	TRAINING EXPENSE	75	521	1%	17		3,850	1%	14	
78	INTEREST-FLOORPLAN	76	20,729	47%	669		218,311	52%	821	
79	INTEREST-FLOORPLAN CREDIT	78	(13,571)	-31%	(438)		(113,993)	-27%	(429)	
80	INTEREST-NOTES PAYABLE (OTHER)	79	0	0%	0		0	0%	0	
81	INSURANCE - INVENTORY	56	690	2%	22		8,243	2%	31	
82	BAD DEBT EXPENSE	57	0	0%	0		0	0%	0	
83	FREIGHT	33	0	0%	0		352	0%	1	
84	MISCELLANEOUS EXPENSE	77	0	0%	0		1,202	0%	5	
85	TOTAL SEMI-FIXED		11,637	26%	375		137,052	33%	515	
86		80	6,800	15%	219		81,000	19%	305	
87							651	0%	2	

(2) Fleet and/or Internal Cars & Trucks unit/sales/gross recorded in accounts that were not assigned by GM to a Vehicle Model prior to Jan. 1, 2004

Used Vehicle Department - Operating Summary

INVENTORIES		ACC.	TOTAL USED UNITS IN STOCK				TOTAL USED UNITS IN STOCK		TOTAL USED UNITS IN STOCK	
1	USED VEHICLES	NO.	UNITS	\$\$	UNITS	\$\$	UNITS	\$\$	LIFO RES	AFTER LIFO
2	http: CARS	240	10	137,998	3	34,315	13	172,311	0	172,311
3	http: TRUCKS	241	14	245,046	15	211,709	29	456,755	0	456,755
4	DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)									
5	POSITION	USED(02)	CUSTOMER RECEIVABLES							
6	OWNERS / EXEC MGRS	0.0	210 VEHICLES							
7	SUPERVISORS	1.2	220 VEHICLES							
8	VEH.SRV&PRTS SLSPL	1.0	TOTAL							
9	TECHNICIANS	1.0	NOT DUE							
10	CLERICAL	0.5	PAST DUE							
11	OTHERS	3.7	31-60 DAYS							
12	TOTAL	0.0	61-90 DAYS							
13	TOTAL HIRED Y-T-D	0.0	OVR 90 DAYS							
14	TOT TERMINATED Y-T-D	0.0								
15	VARIABLE OPERATIONS CONTINUED									
16	U USED CARS RTL - GM CERTIFIED	446A	9	139,065	12,133	1,348	53	674,482	25,137	474
17	S USED CARS RTL - OTHER	446B	0	0	0	0	0	0	0	0
18	E *MEMO* RECON PER - CAR RTL		CERTIF-->	178	OTHER-->	0	CERTIF-->	145	OTHER-->	1,875
19	D USED TRUCKS RTL - CERTIFIED	450A	4	52,695	3,903	976	42	670,905	78,759	1,875
20	USED TRUCKS RTL - OTHER	450B	0	0	0	0	0	0	0	0
21	V *MEMO* RECON PER - TRK RTL		CERTIF-->	528	OTHER-->	0	CERTIF-->	363	OTHER-->	1,094
22	E TOTAL USED RETAIL		13	191,760	16,036	1,234	95	1,345,387	103,896	21
23	H USED CARS WHOLESALE	448	4	15,850	432	108	64	350,530	13,532	10
24	I USED TO NEW - CAR RTL RATIO	649	1.1 : 1	ADJ USED CAR INV	0	0	0.7 : 1	ADJ USED CAR INV	0	0
25	C USED TRUCKS WHOLESALE	452	9	40,250	350	39	132	1,182,181	(14,192)	10
26	L USED TO NEW - TRK RTL RATIO	653	0.2 : 1	ADJ. USED TRK INV	0	0	0.2 : 1	ADJ. USED TRK INV	0	0
27	E TOTAL USED WHSL & ADJ		13	56,100	782	60	196	1,532,711	(660)	0
28	S USED OTHER AUTO	456		0	0	0		0	0	0
29	TOTAL USED VEHICLE (PUVS)		26	247,860	16,818	647	291	2,878,098	103,236	35
30	FINANCE, INSURANCE & PROT. PLAN ACTIVITY		MONTH				YEAR-TO-DATE			
31	FINANCE INCOME-USED	308	CNTRS	SALES	REV/GROSS	PER CNTR	CNTRS	SALES	REV/GROSS	PER CNTR
32	INS. COMM. EARNED-USED	809	6	2,757	2,757	460	67	22,730	22,730	33
33	U FIN & INS CHARGEBACKS	851	1	157	157	157	14	739	739	5
34	S ACCESSORIES	811	0	0	0	0	0	0	0	0
35	E GM PROT. PLANS	454	1	1,600	710	710	1	1,600	710	7
36	D OTHER PROT. PLANS	455	0	0	0	0	0	0	0	0
37	REPO. LOSSES-USED	854								
38	F&I COMP	856			(1,500)	PVR			(24,312)	PVR
39	USED F&I & PROT. PLN INCOME		4,514	2,124	163		25,069	(133)		
40	DEPARTMENT PROFITABILITY									
41	NET SALES		MONTH				YEAR-TO-DATE			
42	GROSS PROFIT/INCOME		USED VEHICLE (02)				USED VEHICLE (02)			
43	EXPENSES		MONTH				YEAR-TO-DATE			
44	VEH. SLSPL COMPENSATION & OTHER	11	247,860	% Sls	PNVR	2,878,098	% Sls	PNVR		
45	DELIVERY EXPENSE	13	16,818	7%	1,294	103,236	4%	1,0		
46	POLICY WORK-VEHICLES	15	0	% Grs			% Grs			
47	TOTAL VARIABLE		3,172	17%	244	27,135	26%			
48	SALARIES-OWNERS / EXECUTIVE MANAGERS	20	543	3%	42	7,820	8%			
49	SALARIES-SUPERVISION	21	0	0%	0	187	0%			
50	SALARIES-CLERICAL	22	3,715	20%	286	35,142	34%			
51	OTHER SALARIES AND WAGES	23	0	0%	0	0	0%			
52	ABSENTEE COMPENSATION	24	3,954	21%	304	62,441	61%			
53	INCENTIVES-SUPERVISION	25	1,573	8%	121	24,517	24%			
54	TAXES-PAYROLL	26	520	3%	40	8,536	8%			
55	EMPLOYEE BENEFITS	27	483	3%	37	4,883	5%			
56	RETIREMENT BENEFITS	29	0	0%	0	0	0%			
57	TOTAL PERSONNEL		716	4%	55	9,262	9%			
58	COMPANY VEHICLE EXPENSE	51	478	3%	37	7,278	7%			
59	OFFICE SUPPLIES AND EXPENSES	60	0	0%	0	235	0%			
60	OTHER SUPPLIES	61	7,724	41%	594	117,152	114%			
61	E-COMMERCE ADVERTISING/FEES	63	81	0%	6	1,232	1%			
62	ADVERTISING	65	86	0%	7	1,147	1%			
63	ADVERTISING REIMBURSEMENTS	64	134	1%	10	1,959	2%			
64	CONTRIBUTIONS	66	665	4%	51	2,732	3%			
65	POLICY WORK-PARTS AND SERVICE	67	0	0%	0	7,270	7%			
66	INFORMATION TECHNOLOGY SERVICES	68	0	0%	0	0	0%			
67	OUTSIDE SERVICES (OTHER)	69	0	0%	0	0	0%			
68	TRAVEL AND ENTERTAINMENT	70	0	0%	0	0	0%			
69	MEMBERSHIP DUES AND PUBLICATIONS	71	0	0%	0	0	0%			
70	LEGAL AND AUDITING EXPENSE	72	0	0%	0	0	0%			
71	TELEPHONE	74	304	2%	23	755	1%			
72	TRAINING EXPENSE	75	0	0%	0	24,283	24%			
73	INTEREST-FLOORPLAN	76	2,784	15%	214	0	0%			
74	INTEREST-FLOORPLAN CREDIT	78	0	0%	0	0	0%			
75	INTEREST-NOTES PAYABLE (OTHER)	79	0	0%	0	0	0%			
76	INSURANCE - INVENTORY	56	153	1%	12	1,543	1%			
77	BAD DEBT EXPENSE	57	0	0%	0	0	0%			
78	FREIGHT	33	0	0%	0	197	0%			
79	MISCELLANEOUS EXPENSE	77	0	0%	0	308	0%			
80	TOTAL SEMI-FIXED		6,312	33%	486	75,325	73%			
81			4,400	23%	338	52,000	50%			

66	CONTRIBUTIONS	0	0%	0	109	0%	1
67	POLICY WORK-PARTS AND SERVICE	233	4%	78	4,078	10%	49
68	INFORMATION TECHNOLOGY SERVICES	343	6%	0	7,657	5%	91
69	OUTSIDE SERVICES (OTHER)	0	0%	0	81	0%	1
70	TRAVEL AND ENTERTAINMENT	0	0%	0	124	0%	1
71	MEMBERSHIP DUES AND PUBLICATIONS	0	0%	0	2,150	1%	26
72	LEGAL AND AUDITING EXPENSE	0	0%	0	4,680	3%	56
73	TELEPHONE	357	7%	119	1,289	1%	15
74	TRAINING EXPENSE	0	0%	0	11,298	7%	135
75	INTEREST-FLOORPLAN	75	1%	25	0	0%	0
76	INTEREST-FLOORPLAN CREDIT	0	0%	0	0	0%	0
77	INTEREST-NOTES PAYABLE (OTHER)	0	0%	0	0	0%	0
78	INSURANCE - INVENTORY	144	3%	48	1,952	1%	23
79	BAD DEBT EXPENSE	0	0%	0	0	0%	0
80	FREIGHT	58	1%	19	874	1%	10
81	MISCELLANEOUS EXPENSE	0	0%	0	148	0%	2
82	TOTAL SEMI-FIXED	1,925	38%	642	48,209	30%	574
83	RENT	6,050	112%	2,017	59,400	37%	707
84	AMORTIZATION-LEASEHOLDS	0	0%	0	0	0%	0
85	REPAIRS-REAL ESTATE	0	0%	0	3	0%	0
86	DEPRECIATION BLDGS. & IMPROVEMENTS	0	0%	0	0	0%	0
87	TAXES-REAL ESTATE	1,390	26%	463	19,028	12%	227
88	INSURANCE BLDGS. & IMPROVEMENTS	319	6%	106	2,738	2%	33
89	INTEREST - MORTGAGES	0	0%	0	0	0%	0
90	UTILITIES	764	14%	255	12,464	8%	148
91	SUB-TOTAL RENT & RNT EQUIVALENT	8,523	158%	2,841	93,633	58%	1,115
92	INSURANCE OTHER	97	2%	32	3,047	2%	36
93	TAXES-OTHER	0	0%	0	4,056	3%	48
94	REPAIRS-EQUIPMENT	3	0%	1	774	0%	9
95	DEPRECIATION-EQUIPMENT	117	2%	39	1,407	1%	17
96	EQUIPMENT RENTAL	240	4%	80	4,070	3%	48
97	TOTAL FIXED	8,980	166%	2,993	106,987	66%	1,274
98	TOTAL FIXED OVERHEAD	19,495	360%	6,498	259,664	160%	3,091
99	TOTAL EXPENSES	21,021	389%	7,007	302,501	187%	3,601
100	DEPARTMENT PROFIT OR LOSS	(14,651)	-271%	(4,884)	(178,027)	-110%	(2,119)
101	FI & PROT. PLN INCOME TRANSFER	(960)	-18%	(320)	37,630	23%	448
102	PRORATION OF G&A	0	0%	0	(4)	0%	(0)
103	DEPT PROFIT OR LOSS AFTER TRSF & PRORAT	(15,611)	-289%	(5,204)	(140,401)	-87%	(1,671)
104							
105							

BAC 116550 - 200612

Body Shop Department - Operating Summary

DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)										CUSTOMER RECEIVABLES		POSTED LABOR RATES		BODY SHOP	
POSITION										220 SERV & PRTS		BODY SHOP - PAINT LABOR		0.00	
OWNERS / EXEC MGRS										8,421		BODY SHOP - BODY LABOR		0.00	
SUPERVISORS										0		WARRANTY		0.00	
VEH.SRV&PRTS SLSPL										266		INTERNAL		0.00	
TECHNICIANS										2,609					
CLERICAL										5,546					
OTHERS															
TOTAL															
TOTAL HIRED Y-T-D															
TOT TERMINATED Y-T-D															
FIXED OPERATIONS - BODY SHOP										WORK-IN-PROCESS LABOR-BODY		247B		0	
B CUST. PAINT LABOR										0		0		0.00%	
O CUST. BODY LABOR										0		0		0.00%	
D WARRANTY LABOR										0		0		0.00%	
Y INTERNAL LABOR										0		0		0.00%	
ADJ COST OF LBR SLS										0		0		0.00%	
S SUB-TOTAL										0		0		0.00%	
H SUBLET REPAIRS										0		0		0.00%	
O PNT & SHOP MATRLS.										0		0		0.00%	
P TOTAL BODY SHOP										0		0		0.00%	
DEPARTMENT PROFITABILITY										BODY SHOP (06)		YEAR-TO-DATE			
NET SALES										MONTH		0		% Sls	
GROSS PROFIT/INCOME										0		0		0%	
										0		0		% Grs	
SALARIES-OWNERS / EXECUTIVE MANAGERS										0		0		0%	
SALARIES-SUPERVISION										0		0		0%	
SALARIES-CLERICAL										0		0		0%	
OTHER SALARIES AND WAGES										0		0		0%	
ABSENTEE COMPENSATION										0		0		0%	
INCENTIVES-SUPERVISION										0		0		0%	
TAXES-PAYROLL										0		0		0%	
EMPLOYEE BENEFITS										0		0		0%	
RETIREMENT BENEFITS										0		0		0%	
TOTAL PERSONNEL										0		0		0%	
COMPANY VEHICLE EXPENSE										0		0		0%	
OFFICE SUPPLIES AND EXPENSES										0		0		0%	
OTHER SUPPLIES										0		0		0%	
E-COMMERCE ADVERTISING/FEES										0		0		0%	
ADVERTISING										0		0		0%	
ADVERTISING REIMBURSEMENTS										0		0		0%	
CONTRIBUTIONS										0		0		0%	
POLICY WORK-PARTS AND SERVICE										0		0		0%	
INFORMATION TECHNOLOGY SERVICES										0		0		0%	
OUTSIDE SERVICES (OTHER)										0		0		0%	
TRAVEL AND ENTERTAINMENT										0		0		0%	
MEMBERSHIP DUES AND PUBLICATIONS										0		0		0%	
LEGAL AND AUDITING EXPENSE										0		0		0%	
TELEPHONE										0		0		0%	
TRAINING EXPENSE										0		0		0%	
INTEREST-FLOORPLAN										0		0		0%	
INTEREST-FLOORPLAN CREDIT										0		0		0%	
INTEREST-NOTES PAYABLE (OTHER)										0		0		0%	
INSURANCE - INVENTORY										0		0		0%	
BAD DEBT EXPENSE										0		0		0%	
FREIGHT										0		0		0%	
MISCELLANEOUS EXPENSE										0		0		0%	
TOTAL SEMI-FIXED										0		0		0%	
RENT										0		0		0%	
AMORTIZATION-LEASEHOLDS										0		0		0%	
REPAIRS-REAL ESTATE										0		0		0%	
DEPRECIATION BLDGS. & IMPROVEMENTS										0		0		0%	
TAXES-REAL ESTATE										0		0		0%	
INSURANCE BLDGS. & IMPROVEMENTS										0		0		0%	
INTEREST - MORTGAGES										0		0		0%	
UTILITIES										0		0		0%	
SUB-TOTAL RENT & RNT EQUIVALENT										0		0		0%	
INSURANCE OTHER										0		0		0%	
TAXES-OTHER										0		0		0%	
REPAIRS-EQUIPMENT										0		0		0%	
DEPRECIATION-EQUIPMENT										0		0		0%	
EQUIPMENT RENTAL										0		0		0%	
TOTAL FIXED										0		0		0%	
TOTAL FIXED OVERHEAD										0		0		0%	
TOTAL EXPENSES										0		0		0%	
DEPARTMENT PROFIT OR LOSS										0		0		0%	
CUSTOMER PARTS GROSS TRANSFER										0		0		0%	
PRORATION OF G&A										0		0		0%	
DEPT PROFIT OR LOSS AFTER TRSF & PRORAT										0		0		0%	

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DEALERSHIP PERSONNEL COUNT (FRACTIONS OF 1/10)			GM PARTS					
POSITION	PARTS(07)	PARTS AND ACCESSORIES						
OWNERS / EXEC MGRS	0.0	PARTS CORES						
SUPERVISORS	1.2	OTHER INVENTORIES						
VEH.SRV&PRTS SLSPL	1.0							
TECHNICIANS		NON-GM PARTS						
CLERICAL	1.0	PARTS AND ACCESSORIES						
OTHERS	0.8	PARTS CORES						
TOTAL	4.0	OTHER INVENTORIES						
TOTAL HIRED Y-T-D	0.0	CUSTOMER REC	TOTAL	NOT DUE				
TOT TERMINATED Y-T-D	0.0	220 SERV&PARTS	8,421	0				
FIXED OPERATIONS - PARTS & ACCESS.		SALES	GRS PROF.	% SALES				
P WARRANTY CLAIMS	480	15,040	4,633	30.80%				
A MECH CARS&LD TRK R.O.	487	11,085	4,290	38.70%				
R MECH COM.FLT & MD TRKS R.O.	488	0	0	0.00%				
T MECH QUICK MECH R.O.	478	0	0	0.00%				
S BODY CUST. R.O.	477	0	0	0.00%				
INTERNAL	481	2,763	619	22.40%				
COUNTER-RETAIL	482	1,612	559	34.68%				
& WHOLESALE	483	3,870	553	14.29%				
ACCESSORIES	484	0	0	0.00%				
A PURCHASE ALLOWANCES	687		438					
C ADJ. P&A INVENTORY	686		0					
C TOTAL P&A		34,370	11,092	32.27%				
E TIRES	480	0	0	0.00%				
S OIL & GREASE	491	0	0	0.00%				
S MISCELLANEOUS	492	0	0	0.00%				
TOTAL OTHER		34,370	11,092	32.27%				
TOTAL P&A DEPT.								
DEPARTMENT PROFITABILITY		PARTS & ACC. (07)						
NET SALES		MONTH	% Sls					
GROSS PROFIT/INCOME		34,370	32%					
		11,092	% Grs					
		0	0%					
SALARIES-OWNERS / EXECUTIVE MANAGERS	20	2,678	30%					
SALARIES-SUPERVISION	21	1,329	15%					
SALARIES-CLERICAL	22	2,547	28%					
OTHER SALARIES AND WAGES	23	565	6%					
ABSENTEE COMPENSATION	24	0	0%					
INCENTIVES-SUPERVISION	26	929	10%					
TAXES-PAYROLL	25	480	5%					
EMPLOYEE BENEFITS	27	0	0%					
RETIREMENT BENEFITS	29	8,528	95%					
TOTAL PERSONNEL		293	3%					
COMPANY VEHICLE EXPENSE	51	74	1%					
OFFICE SUPPLIES AND EXPENSES	60	46	1%					
OTHER SUPPLIES	61	168	2%					
E-COMMERCE ADVERTISING/FEES	63	1,569	18%					
ADVERTISING	65	0	0%					
ADVERTISING REIMBURSEMENTS	64	0	0%					
CONTRIBUTIONS	66	0	0%					
POLICY WORK-PARTS AND SERVICE	67	604	7%					
INFORMATION TECHNOLOGY SERVICES	68	1,030	12%					
OUTSIDE SERVICES (OTHER)	69	60	1%					
TRAVEL AND ENTERTAINMENT	70	0	0%					
MEMBERSHIP DUES AND PUBLICATIONS	71	0	0%					
LEGAL AND AUDITING EXPENSE	72	359	4%					
TELEPHONE	74	297	3%					
TRAINING EXPENSE	75							
INTEREST-FLOORPLAN	76							
INTEREST-FLOORPLAN CREDIT	78	0	0%					
INTEREST-NOTES PAYABLE (OTHER)	79							
INSURANCE - INVENTORY	56	0	0%					
BAD DEBT EXPENSE	57	289	3%					
FREIGHT	33	290	3%					
MISCELLANEOUS EXPENSE	77	5,079	57%					
TOTAL SEMI-FIXED		4,000	45%					
RENT	80	0	0%					
AMORTIZATION-LEASEHOLDS	81	0	0%					
REPAIRS-REAL ESTATE	82	0	0%					
DEPRECIATION BLDGS. & IMPROVEMENTS	83	0	0%					
TAXES-REAL ESTATE	84	0	0%					
INSURANCE BLDGS. & IMPROVEMENTS	85	0	0%					
INTEREST - MORTGAGES	86	1,567	18%					
UTILITIES	87	5,567	62%					
SUB-TOTAL RENT & RNT EQUIVALENT		320	4%					
INSURANCE OTHER	88	306	3%					
TAXES-OTHER	89	0	0%					
REPAIRS-EQUIPMENT	90	0	0%					
DEPRECIATION-EQUIPMENT	91	162	2%					
EQUIPMENT RENTAL	92	6,355	71%					
TOTAL FIXED		19,962	223%					
TOTAL FIXED OVERHEAD		19,962	223%					
TOTAL EXPENSES		(9,870)	-99%					

	LIFO RES	AFTER LIFO
82,183	0	82,183
0		
7,365	0	7,365
	LIFO RES	AFTER LIFO
0	0	0
0		
0	0	0
30-60 DAYS	61-90 DAYS	OVER 90 DAYS
266	2,609	5,546
SALES	GRS PROF.	% SALES
185,381	53,133	28.66%
173,919	62,231	35.78%
0	0	0.00%
0	0	0.00%
0	0	0.00%
33,442	7,607	22.75%
52,385	14,126	26.97%
70,746	11,865	16.77%
0	0	0.00%
	10,394	
	0	
515,873	159,356	30.89%
0	0	0.00%
0	0	0.00%
0	0	0.00%
0	0	0.00%
515,873	159,356	30.89%
PARTS & ACC. (07)		
YEAR-TO-DATE		
515,873	% Sls	
159,356	31%	
	% Grs	
0	0%	
38,988	30%	
21,143	16%	
36,140	28%	
3,937	3%	
0	0%	
8,528	7%	
7,263	6%	
210	0%	
116,207	91%	
3,472	3%	
956	1%	
334	0%	
802	1%	
14,863	12%	
0	0%	
0	0%	
657	1%	
3,991	3%	
14,713	11%	
1,043	1%	
835	1%	
3,400	3%	
5,424	4%	
2,721	2%	
0	0%	
0	0%	
3,531	3%	
1,327	1%	
58,069	45%	
47,000	37%	
0	0%	
403	0%	
0	0%	
1,012	1%	
0	0%	
0	0%	
12,408	10%	
60,823	47%	
4,835	4%	
4,629	4%	
128	0%	
2,143	2%	
2,663	2%	
75,221	59%	
249,497	195%	
249,497	195%	
(90,141)	-70%	

